

Message Text

UNCLASSIFIED

PAGE 01 BERLIN 05956 051100Z

20

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 CIAE-00 EB-07 INR-07 LAB-04

NSAE-00 PA-02 SIL-01 USIA-15 PRS-01 /050 W

----- 064373

R 050906Z JUL 75

FM AMEMBASSY BERLIN

TO SECSTATE WASHDC 1028

INFO AMEMBASSY VIENNA

UNCLAS BERLIN 5956

EO 11652: N/A

TAGS: BEXP, GE

SUBJECT: LEIPZIG FALL FAIR BUSINESS DEVELOPMENT OFFICE

REF: (A) STATE 156735 (B) BERLIN 5853

1. THE EMBASSY SHARES THE DEPARTMENT OF COMMERCE'S DISAPPOINTMENT THAT IT BECAME NECESSARY TO CANCEL THE LEIPZIG FALL FAIR BUSINESS DEVELOPMENT OFFICE. THE REASONS ADDUCED IN REFTEL (A) NOTWITHSTANDING, WE CONTINUE TO BELIEVE THAT IT WOULD HAVE BEEN A MISTAKE TO MOUNT A BOOTH ALL BUT INDISTINGUISHABLE FROM ITS PREDECESSOR. THIS VIEW HAS BEEN SHARED BY ALL OF OUR GDR INTERLOCUTORS BOTH IN LEIPZIG AND EAST BERLIN, INCLUDING FOREIGN TRADE STATE SECRETARY BEIL WHO TOLD THE EMBASSY'S ECONOMIC/COMMERCIAL OFFICER DURING A FAREWELL CALL ON JULY 3 THAT THE NEXT USG EFFORT AT THE LEIPZIG FAIR SHOULD BE "QUALITATIVELY DIFFERENT" FROM THAT OF THE MARCH 1975 EVENT.

2. WHILE THE PRESENCE IN BERLIN OF AN EXPERIENCED COMMERCE OFFICER WOULD HAVE BEEN WELCOME AND MEANINGFUL ASSISTANCE TO A RESIDENT ECONOMIC/COMMERCIAL OFFICER, SUCH AN OFFICER ALONE WOULD NOT MATERIALLY ALTER THE SERIOUS ADMINISTRATIVE PROBLEMS SPELLED OUT IN REFTEL (B). THE ECONOMIC/COMMERCIAL OFFICER POSITION AT THE EMBASSY IS NOW VACANT, AND A REPLACEMENT IS NOT IN SIGHT.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 BERLIN 05956 051100Z

3. WE ESPECIALLY REGRET THAT OUR DECISION PUTS COMMERCE IN A DIFFICULT POSITION VIS-A-VIS A SEGMENT OF THE AMERICAN BUSINESS COMMUNITY. NEVERTHELESS, EXPENDITURES OF US TO \$200 PER COMPANY DO NOT APPEAR TO US EXCESSIVE IN RELATION TO POSSIBLE BENEFITS THAT COULD BE DERIVED FROM LOCAL DISPLAY AND DISTRIBUTION OF THEIR CATALOGS. THE EMBASSY BELIEVES THAT, PROVIDED THE EVENT IS PRECEDED BY A WELL-CONCEIVED PUBLICITY CAMPAIGN, THE AFFECTED ENTERPRISES COULD GET GOOD VALUE FOR THEIR MONEY THROUGH THE TECHNICAL SALES SEMINAR SCHEDULED FOR BERLIN IN NOVEMBER. COOPER

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 05 JUL 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975BERLIN05956
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750233-0097
From: BERLIN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750782/aaaacvbw.tel
Line Count: 72
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 STATE 156735, 75 BERLIN 5853
Review Action: RELEASED, APPROVED
Review Authority: hartledg
Review Comment: n/a
Review Content Flags:
Review Date: 06 MAR 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <06 MAR 2003 by ThomasVJ>; APPROVED <22 MAR 2004 by hartledg>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: LEIPZIG FALL FAIR BUSINESS DEVELOPMENT OFFICE
TAGS: BEXP, GC
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006